

CON 260B

The Small Business Program, Part B

Part B of this course focuses on developing the skills and knowledge necessary for a small business specialist. Associated programs and initiatives that support the Program and the Department's efforts to improve small business participation in both prime contracting and subcontracting will also be reviewed, with particular attention to the small business specialist's role as a vital member of the acquisition team.

Objectives: Students who successfully complete this course will be able to:

- describe how to provide assistance to small businesses in finding government prime contracting and subcontracting opportunities;
- determine if a business is small;
- conduct market research to maximize small business participation at the prime and subcontracting levels;
- participate as an active member of the acquisition team in developing an appropriate acquisition strategy that maximizes small business participation;
- describe the Small Business Administration's role in the acquisition process;
- implement subcontracting requirements; and
- identify other small business-related programs and initiatives.

Who Should Attend: This course is designed for acquisition professionals who have Level II certification in Contracting and who perform small business specialist duties. The course is also recommended for other members of the acquisition workforce; however, to fully participate, these students should have 2 to 4 years of acquisition experience.

Prerequisite: Level II certification in Contracting and completion of CON 260A

Length: 3 class days

Method of Delivery: Resident

PDS Code: J09



CON 353

Advanced Business Solutions for Mission Support

Advanced Business Solutions for Mission Support is the Level III Contracting certification course. Through realistic scenario-based learning, students work in teams to practice developing sound business solutions as a valued strategic and expert business advisor. Student course work is designed to contribute solutions to senior leadership and local supervisors and to provide resources for the Contracting career field via the course community of practice.

Objectives: Students who successfully complete this course will be able to:

- effectively team, exercise business leadership, and apply expertise (technical, business, and financial) resulting in business solutions that improve mission support;
- innovate and use best practices in combination with critical thinking, problem solving, and dilemma resolution skills for improved planning, execution, and performance management outcomes;
- develop business solutions that reflect consideration of risk and impacts on performance and synthesize policy as well as interests of functional team members and the marketplace; and
- contribute to the development and implementation of change through an improved understanding of the legislative, regulatory, and policy processes.

Who Should Attend: This course is designed for contracting professionals who work, or are projected to work, in a position requiring Level III DAWIA certification.

Prerequisite: At least 1 year of contracting experience after Level II certification

Precourse Assignments: Students must complete all online assignments prior to attending this course. These online assignments represent 25 percent of the student's grade. Details will be provided by Student Services 30 days prior to the class start date.

Length: 9½ class days

Method of Delivery: Resident

PDS Code: JHI

